

Gary Nelson (CEO)

Company Location

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Company Overview

Polymicro Technologies, founded in 1984, has become the world's leading provider of capillary tubing and specialty optical fibers. Our state of the art manufacturing facility coupled with decades of knowledge and experience sustains our leadership positions in quality, capacity, capabilities, and flexibility. We produce over a hundred standard products and thousands of custom products. Polymicro Technologies is well positioned to expand our technologies to meet the demands of tomorrow

Expertise

Number of Employees	79
PhD	2
MS	7
Other Degreed	20

Memberships

1. SPIE
2. ASQ
3. CASSS
4. ACS
5. AOIA
6. AZ BioIndustry Cluster
7. OSA

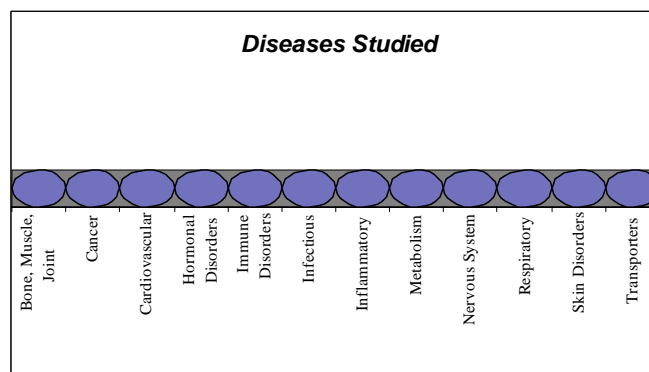
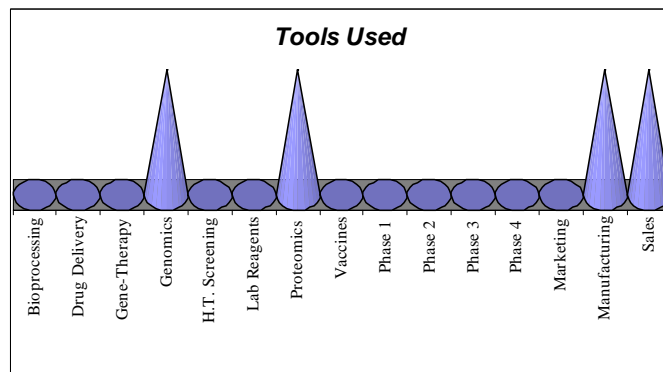
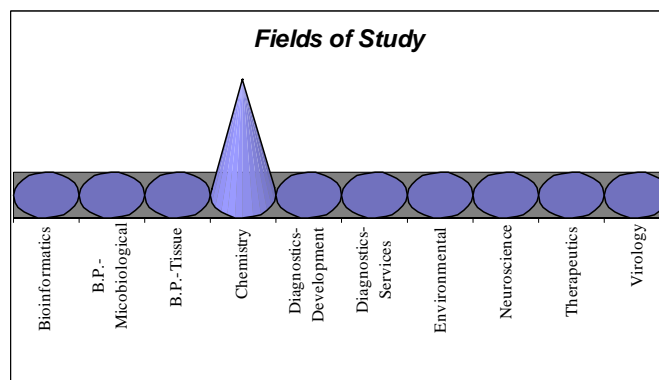
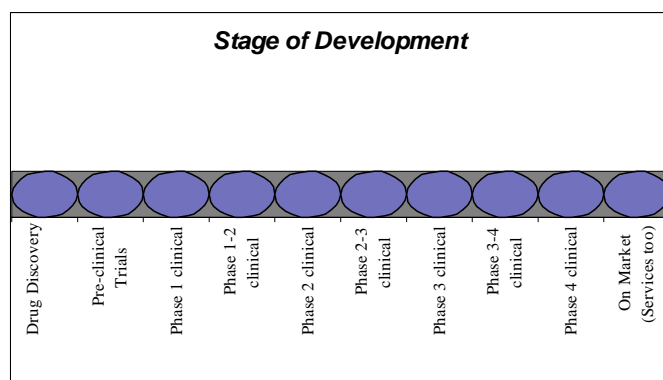
Awards

1. CERN CMS Crystal Award 2003
2. CERN CMS Gold Award 2003
3. R&D 100 Award 2003

Specific Scientists

1. Gary Nelson
2. Jim Clarkin
3. Joe Macomber

Core Competencies



Business Outlook

Mission Statement

The Company is a customer driven manufacturer and developer of micro tubing, optical fibers, and related products for niche applications throughout the world. Polymicro focuses on superior quality and customer responsiveness.

Commercialization Strategy

The Company products are available through direct sales domestically and are sold internationally by a combination of direct sales and distributor relationships. Significant OEM agreements are in place with many of our long standing customers in the Analytical Instrumentation and Medical Device marketplace.

Competition

The Company understands that honest recognition of competition shows a fundamental understanding of our business and in many cases is a strategic ingredient to emerging market opportunities. Although Polymicro holds the leading market share in capillary and optical

fiber products , we find our competition to sometimes be our customer and they often fill a key role as a second source vendor.

Problems

The Company faces no specific limitations to growth in our existing markets. Increasing the number of staff with advanced and diverse degrees is a strategy being utilized to drive overall company growth; this strategy could also be accomplished through well focused external partnerships

Products and Services

Patents

Which Patents: The Company holds several patents and has numerous applications submitted.

Describe: Patents and Applications for Patent are generally related to methods of manufacturing silica and quartz related products and/or the applications thereof.

Professional Services

Which Services: DNA Sequencing / Cooperative Engineering Development

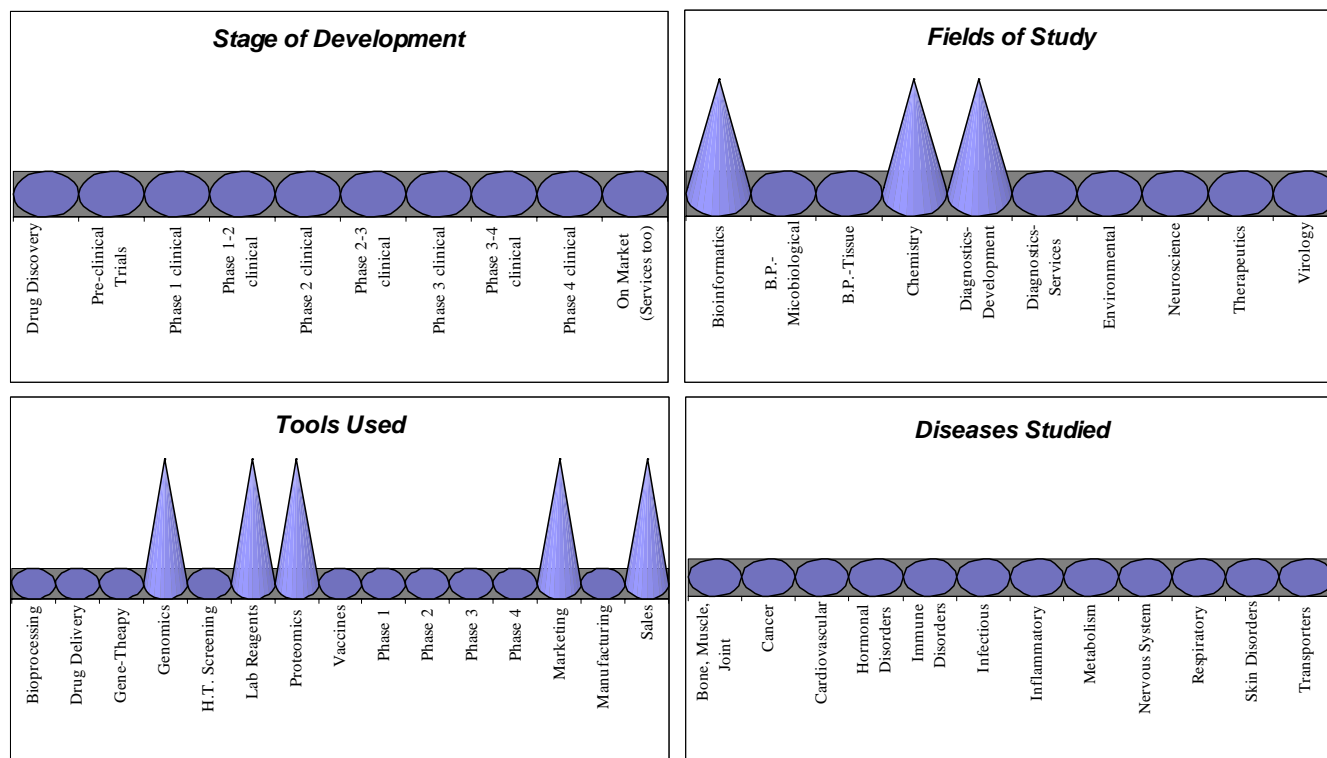
Describe: Through its role in providing key components related to the Human Genome Project, Polymicro has developed expertise in conducting DNA sequencing. This is a service Polymicro could provide to the Arizona Biotechnology Community. Cooperative Engineering Development (such as SBIR's) related to cutting edge products and processes in chemical separations, optical fibers, specialty internal & external coatings, and custom drawn products highlight ongoing professional services which can be provided

Research

What Research: The Company. conducts research related to the manufacture and application of silica and quartz based capillary and optical fiber products. This research is conducted both internally and in cooperation with our customers.

Describe: The Company will continue its world-leading role in providing high quality products to research areas, including Genomics, Proteomics, Gas Chromatography, Capillary Chromatography, and the Separation Sciences related to Biotechnology. We will continue research efforts in the areas of Specialty Optical Fibers, Fiber Optic Assemblies, & Custom Silica and Quartz Pieces.

Needs and Interests



Synergistic or Strategic Opportunities

Where would the best partners be located? Local Partnerships are certainly convenient, but we have several very productive ongoing relationships with businesses and researchers world-wide.

What kinds of partnerships are of interest? The Company strives to develop business relationships that are mutually beneficial to both parties

Other thoughts about partnerships: The Company. prefers partnerships where involvement begins in the early stages of customer product development. This allows our experience and expertise to be fully utilized within the partnership.